

MAKE MORE MONEY AS SA DIETITIAN

EP.140: The Inner Work

Intro

[00:00:00] Welcome to the Make More Money as a dietitian Podcast, where we talk about all things, money, mindset, and marketing. So your nutrition business can thrive and you can make a bigger impact in the marketplace. I am your host, ChristineDyan, registered dietitian and money mindset expert. Let's get started with today's episode.

Episode start

[00:00:28] **Christine:** Hey there, dietitian friends. Welcome back to another episode of Make More Money as a dietitian. I'm super excited to be here with you this week for another episode, because this one is an. In my opinion and with my intention going to change everything for you. I was inspired to do this episode after having a private coaching session with one of my clients and I let her know that I was going to allow our session and what we talked about to inspire this podcast episode. So without mentioning any names I'm going to share with you today what we talked about, because I know beyond the shadow of a doubt, that what we talked about is something that is going to resonate with so many of you out there.

[00:01:29] Because this is the deal my friends. As nutrition experts in the area of nutrition, science, we are trained as thinkers and doers. But what we don't understand when we get into the role of business ownership and entrepreneurship, is that thinking and doing actually take a backseat to being. It is all about who you are showing up as every single day that dictates your success as an entrepreneur.

[00:02:13] Now, this does not mean that you are faking it until you make it. I don't really believe in that. But the truth is that entrepreneurship and business ownership are like a it's like taking a triple advanced degree in business ownership, personal development and professional development all at once. All right. And I'm not saying this to you to scare you from entrepreneurship, because if this is truly your path that you're meant to be on, nothing will persuade you away from it.

[00:03:09] Like, if, you know, beyond a shadow of a doubt, you're supposed to be in business for yourself because you literally just cannot stand being employed by someone else. And someone else dictating your time, your schedule, and all of the things in between, like how you do, how you work with clients and all of that.

[00:03:31] If you truly cannot stand that, nothing is gonna persuade you away from that. But I do wanna really just keep it real with you, you know, y'all know that's me. Like I'm

here to tell the truth as I see it, the truth as I have experienced it. Okay. You know, as they say, I don't know if you've heard this before, but they say that you don't really know a thing until you've actually experienced it and then gotten yourself on the other side of it. And so with this entrepreneurial thing, I have experienced it. I have gotten myself on the other side of it, and I'm still working on it because you will always work on your personal and your professional and your business develop.

[00:04:32] At different levels. It, it never changes. It never, I mean, it never goes away. I should say you'll always be developing yourself in one way or another, but when you're in business for yourself. You have to expect that this personal growth is first and foremost because who you show up as is so important. It dictates the success of your business and how you show up with clients, how you're able to confidently ask to be paid and how you feel about the services that you offer, like your confidence in your ability to, provide a transformational experience. Like all of this is important for your success and your client's success. So really who you are being is first and foremost and who, not who, but who you are being is first and foremost, and then your thinking and your and you're doing subsequently come afterwards, but you have to show up confident. You have to show up with certainty. You have to show up with a self concept of being a business owner first, not just a dietitian who decided to become an entrepreneur that is so weak.

[00:06:25] When you feel the two, when you think about those two things, oh, I'm a dietitian who owns X, Y, Z business, or just, I am a business owner. I am the founder of X, Y, Z. Like when I tell people I am the founder and the president or founder and CEO of the Manipura center. I don't have to say that I'm a dietitian, right? So if you were to say that you are the founder and the CEO of X, Y, Z versus I'm a dietitian who owns blah, blah, blah, which one feels like a stronger self concept.

[00:07:15] Like you wanna be the founder of something. You wanna be someone who has created a company that impacts and changes people's lives. That's what you want. Okay. So let's get into this inner work and the conversation that I had with one of my clients. So my client presented to me. In a way where she was feeling really, really, down, just really down and out about her job and not being able to have enough time to work on her business. And she had already left one particular job last year, sometime. And then she is now not feeling so great about this new job. And so now she's searching for another job. And so I let her know. I said, wait a minute. Now you wanna feel differently and more fulfilled in the work that you do but can I just ask you a question?. I said to her. And she said, sure. And I said, are there any other areas in your life that you're not feeling fulfilled? And that just cracked her wide open.

[00:08:57] And I, I held the space for her to share what she needed to share. I held the space for her to release some of the emotions that she had been holding on to and then I let her know this and I wanna say the same to you all.

[00:09:21] Are expecting, I told her, that your job bring you fulfillment. But what if that is not the purpose for your job? Because if you are truly an entrepreneur at heart, there is no job that's going to fulfill you. You will always be seeking and searching for that next job or maybe even piecing together multiple jobs to make you feel fulfilled in your role as a dietitian. But if you are a true entrepreneur at heart, that is not gonna work.

[00:10:08] Also, what is not going to work is if other areas of your life are being ignored, played down, stuffed down ignored and you're trying to use your job to compensate for the things that you don't wanna pay attention to, that is not going to work. So what needs to happen is that you address the issues that need to be addressed, that you're trying to ignore in your personal life. So that your job is not trying to carry the heavy burden of all of the other things. So you're trying to make the job make you feel good while all of these other areas of your life are screaming for attention and being ignored. And that my friends is not going to work.

[00:11:22] So my suggestion to her and my suggestion to you, if this resonates, is that you do the work on yourself so that you can show up in your job in your career as a dietitian, with a stronger, more confident and more certain self concept of who you are and who you want to show yourself to in your business.

[00:11:58] This is so important because what I know to be true is as thinkers, doers, we, we try to ignore our emotions. There are so many of you out there. I know it who really try hard to ignore your emotions. You don't want to pay attention to your emotions. Especially if they're not the ones that make you feel good and they don't go away, they do not go away.

[00:12:42] Your emotions don't go away when you ignore them. They end up staying stagnant in your body. and if you continue to have these negative emotions just hanging around without processing them through, they manifest into physical problems, mental and emotional problems. I had another client who was stuffing down her emotions, her feelings about certain situations in her personal life, to the point where there were physical manifestations of pain in her body.

[00:13:33] She could not understand where this pain's coming from. And when I let her know after our coaching session, that this is possibly what's going on, that awareness led her to take steps, to take better care of herself and her emotional state. As health practitioners. We know things in theory, but there are many of you out there that have trouble with processing some of this, especially when it comes to the emotional and the mindful and all of those things. As thinkers endures, you are operating from your left brain and your masculine energy so much that you forget and neglect the nurturing soft parts of your feminine and it's time for you to bring both of those together.

[00:14:46] No matter if you identify as male or female, it doesn't matter. We all, as humans have both masculine and feminine energy. So in order for us to be more homeostatic, have

more homeostasis in our lives. It is important that we know how to balance these feminine and masculine energies, the left and the right brain. If that's what you wanna call it either way. It's the same.

[00:15:30] So inner work mindset work is so important. If you wanna make more money as a dietitian, then you have to do the mindset, work and stop believing the thoughts that are swirling around in your brain. You might think that, you know, a thing. Oh, I know that mindset is important.

[00:15:58] I, I hear that 1,001 times a week. Oh yes. Mindset is important yet the majority of us are still struggling to make more money as dietitian. If you know that mindset is important, are you doing the mindset work because you don't know a thing unless you have experienced it and, and gotten yourself through it on the other side and come out on the other side, you don't know.

[00:16:28] Now. I had a mentor back in 2015 or 2016, who told me this. Oh, you know, she taught all of us this in the program that I was in. And I mean, I paid \$10,000 for this program back in 2015 or 16. So for those of y'all who think that coaching is expensive now it was expensive then too.

[00:16:53] But when she told us that you don't know it until you have fully experienced it, embodied it, and really come out on the other side of it. I didn't believe her because I was still operating in my dietitian left brain. I thought for some reason that no, I, I get it. No, I, I, I understand it. I, I get it. No, no, it still took me years to really understand it.

[00:17:35] I still had even more work to do on myself and I'm still doing the work. I am light years ahead of who I was back then, but the work never stops. The work never stops. I recently presented at the nutrition entrepreneurs spring summit and one of the participants said to me, thank you for your presentation or mindset. It was really helpful for me to see the money mindset, the money baggage that I still have, that I'm actually imparting on my children. Really interesting. This mindset work, my friends is important and it doesn't matter if you think it's woo. It doesn't matter if you think that it doesn't work. If that is you, if you think it's woo and you think it doesn't work, this podcast is probably not for you and I am not your teacher, but if you know, That mindset is important. That is the first step that is actually step zero. Knowing that mindset is important is step zero. You know why? Because that is just awareness and awareness won't necessarily take you anywhere, but it is the first step it's like, I mean it.

[00:19:30] Step zero. It is like the light bulb. It is the light bulb that shines so that you can see what is next. It is the light bulb that will illuminate the next step for you. Mindset is everything. Inner work is everything. People don't want to feel their emotions. And emotions really are just energy in motion.

[00:20:08] Emotions are just energy that flows through your body that you actually feel as a result of a thought. Okay. That's it. That's all it is. You feel a certain way. That's why they call 'em feelings. you literally feel it in your body when you get angry, don't you feel it like don't you just almost like feel your muscles tense up and maybe even your, your eyebrows furrow together. And you may even, get red in the cheeks and your face gets hot feelings.

[00:20:54] And us thinkers, doers, ho, ho. We don't wanna feel anything. That's kind of scary, but why is an emotion so scary? Why it is just energy emotion. It is just a feeling that you feel in your body as a result of a thought that you're thinking and you're not always going to feel good and you're not always gonna have positive thoughts about everything. And that is really a very good thing. So when things are presented to you in your business and it didn't work out the way that you planned, you should be glad instead of saying, oh, darn it. This sucks and I suck. And I don't know if I'm meant for this. I don't know if I'm cut out for this. You should be glad you should say, wow. I get to like work this through. I get to learn something new. I get to figure this out. I get to reach out to someone who might know this better than me. Who can help me? Like what do you get to do as a result of something that didn't work out in your business instead of pooing on yourself and shaming yourself and talking negatively about yourself?

[00:22:44] That is not what a founder and owner of X, Y, Z business does. If you're the founder and the owner and the CEO of a business, you're not pooing on yourself. You're not making yourself feel bad because something didn't work out in your business because that is just a thing that is fixable. Either by you or someone else.

[00:23:20] And this is important because the more you poo on yourself, the more you are diminishing your own self concept, and you're not able to fully stand powerfully in your role as a business owner. It's important that you are standing powerfully in your role as a business owner. Because if you can't do that, then why, why are you in business for yourself?

[00:23:54] You know, why, why is it the question you want to ask yourself? Why are you in business? Why are you potentially seeking business ownership? If you haven't started yet, you have to make sure that your why is strong. Than anything that will show up in business because there will be things, there will be lots of things.

[00:24:24] There will be things that will test not only your marketing and business building skills, but way more things are going to test you on your personal growth. Because who you have to be in order to be someone who owns a business is bigger than who you would have to be. If you were someone who is working for someone else, it is a very big responsibility to own a business that changes people's lives.

[00:25:07] You can easily go and work for someone else and clock in and clock out. And there's nothing wrong with that because we need those of you who do that. Everybody can't be in business for themselves, but if you know, beyond a shadow of a doubt that you are meant to do work, that allows you to operate truly in your unique gift.

[00:25:34] That you cannot operate in as an employee that I want you to expect that the inner work is going to be necessary, that you don't just show up and say, I wanna be in business for myself and get the blueprint. And then the carpet is rolled out for you in the form of a blueprint and everything is gonna be a linear process.

[00:25:59] Because that is not how it will work. I absolutely promise you. It is not how it will work. And it is, meant for your growth so that you can hold space. For transformational change in the clients that you work with, because if you can't transform yourself, if you can't do the work to transform yourself, you will not be able to do the work to transform others.

[00:26:32] Even if you're working with people who have diabetes and you're not diabetic yourself, that doesn't matter. The process of holding space to help someone transform is what's important. The process of transformation, the ability to hold space. When someone wants to quit the ability to up level, your listening skills to help people feel seen and heard and safe.

[00:27:10] There's so much to it, but if you can't do that for yourself, you're not gonna be able to do that for others. It's not just about doling out information because you think you're the nutrition expert. So you know what they need. That's not what this is about. When it comes to business ownership and entrepreneurship, it really is about your personal growth journey and the business growth and the professional growth all rolled up in one. It is a triple advanced degree. That's what it feels like every day. And some days are so much more enjoyable than others. There are days when you'll wanna quit. And there are days when you're just like, oh my God, you know, it reminds you of why you started in the first place.

[00:28:18] I personally have days when I wanna quit. Hell yeah, dude. I tell my clients all the time, most recently. I think this was December going into January of December, 2021 going into January, 2022, when I literally was about to quit and apply for a job at whole foods market. No joke. I, I really was. I was like, oh, I just, can't just, I just can't

[00:28:53] I really was gonna quit. And then I thought about. I kind of sat with the idea, cuz at first I was like, oh, it would be so great to just, you know, make X, Y, Z an hour, just clock in, clock out, come home. Boom. And then I said, well kind of used to making a certain amount and my bills are aligned with that certain amount and do I really want to just clock in clock out? Do I really want someone to tell me that I only get two vacations out of the year? Do I really want someone to decide how many hours I get to work? Cause I know everybody at whole foods are, they're not working 40 hours a week. So I was like, oh yeah, that's not gonna.

[00:29:52] And then I decided to find a better way to work in my business and feel good about it. And you guys, we all have our days, we all wanna quit from time to time. But it's

not our jobs or our businesses that are supposed to give us 100% gratification. Remember that your job, your business is not meant to give you 100% gratification.

[00:30:31] So for me, when I wanted to quit and go work at whole foods, what I had to realize was that there were other things, like I was not. Being fulfilled in other areas of my life, which is why when I was operating in my business, it just felt so heavy. I had stuff that I was not paying attention to, especially taking care of my mental and emotional. and really doing a better job with self-care. I really feel like I'm good with self-care. I really do prioritize my self-care, but it was time for the next level for me. And that's what I realized. I was like, oh, I need to do a whole different way with self care for myself. So I started making changes. And what happened was I started making those changes in my own self care, my personal life, and like, taking time to just do things for me, with me, not waiting on other people to come with me so I can enjoy things.

[00:31:54] And when I started doing that, my business changed, how I showed up, changed how I supported and hold space for my clients changed. It was pretty interesting because I remember when I last year said that I was no longer gonna be doing the private coaching. And part of the reason for that was because I felt so overwhelmed.

[00:32:25] It was overwhelming. It was holding space and people with all of the things. And I was just like, my head was gonna explode, but it wasn't the people. That was the problem. It was me . So it's always us, you guys, when things are not feeling right and well, in one area, it's us, we need to fix us. Stop projecting your frustration out on something outside of you, and instead find out what you need to do on the inside of you so that you show up and you can deal with anything on the outside of you a lot better.

[00:33:22] **Conclusion**

[00:33:23] All right. Inner work friends, inner work is important. Inner work will always Trump. Everything else inner work will cause you to show up differently. Even when everything is a hot mess express, your personal growth and development will change the whole game for you in entrepreneurship. It is first and foremost, the most important thing, your personal growth in development before you can even grow your business.

[00:34:05] Well, you must grow yourself. And that's what I have for you today. I wanted to share this. Because I have worked with several clients who are experiencing personal growth and thinking that it's either their business or their job, and it's not, it is within it is within. So if you identify with this as well, I hope that this episode.

[00:34:44] Resonates enough for you to start to create change for yourself. And if you need help with this, I still have spots available for private coaching, but these spots are filling up. You need to get off the fence if you know, That it's your time, but you've just been hanging on the fence thinking, oh, I got, I got time.

[00:35:17] No, you don't. you don't. It is time now. Procrastination does not lead to the destination that you are seeking. Procrastination will get you nowhere. So I invite you to check out the private coaching page on our website@manipurcenter.co slash private coaching. All one word. This is important. Because I know some of you are out there and you are procrastinating on private coaching and you are allowing your brain to tell you that you don't have the time that you can't afford it.

[00:36:06] And you you're telling yourself that you don't have the time or you can't afford it. Not knowing the answers to either one of those. You don't know how much time it will take, and you don't even know how much it. So why not schedule a consult to at least find out the answers to both of those instead of allowing your brain to convince you that you don't have time or money, because when you want something and it is really the time for it, the money will show up. The money will show up. I have seen it a thousand times.

[00:36:49] Okay. So head on over to manipuracentre.co/privatecoaching to learn more about the private coaching and to schedule a consult. This is your time. If you've been on the fence. Then it's time for you to schedule a consult. And I hope that this episode is the shift that you needed to start to change the trajectory of how you show up in your career as a dietitian and as a business owner.

[00:37:30] All right. That's what I have for you today. My friends, I hope to see you next week on another episode of make more money as a dietitian, have a great rest of your week and weekend ahead, and I'll see ya next time.

Outro

[00:37:46] Hey there. Do you wanna make more money as a dietitian then head on over to our website@manipuracenter.co again, that's Manipura Centre.co, where you'll find free resources to get you started.

[00:38:03] And if you are so inclined, Get your name on the wait list for an upcoming incubator program. I hope to see your name on the list so that I can help you get started making more money as a dietitian.